

# Monthly Indicators



## June 2016

Percent changes calculated using year-over-year comparisons.

New Listings were up 3.3 percent for single family homes and 28.6 percent for townhouse-condo properties. Pending Sales increased 14.5 percent for single family homes but decreased 25.0 percent for townhouse-condo properties.

The Median Sales Price was up 14.6 percent to \$170,700 for single family homes and 40.0 percent to \$175,000 for townhouse-condo properties. Days on Market decreased 9.7 percent for single family homes but increased 85.9 percent for condo properties.

The national unemployment rate recently dropped 0.3 percent to 4.7 percent, but some states felt more of a pinch in their own figures. Similarly, the low inventory situation is showing signs of strain in markets where there are few homes for purchase. With an interest rate increase still in the cards this year, combined with the American political landscape and global economic events, a cooldown could occur by winter. Presently, however, summery growth prevails as many locales are reaching near-record prices not seen in more than a decade.

## Activity Snapshot

**- 6.7%**      **+ 14.6%**      **- 12.2%**

One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> All Properties
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Residential real estate activity in Pueblo County, comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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# Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	6-2015	6-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		307	<b>317</b>	+ 3.3%	1,566	<b>1,620</b>	+ 3.4%
<b>Pending Sales</b>		227	<b>260</b>	+ 14.5%	1,185	<b>1,292</b>	+ 9.0%
<b>Sold Listings</b>		229	<b>215</b>	- 6.1%	1,012	<b>1,126</b>	+ 11.3%
<b>Median Sales Price</b>		\$149,000	<b>\$170,700</b>	+ 14.6%	\$136,700	<b>\$153,500</b>	+ 12.3%
<b>Avg. Sales Price</b>		\$152,812	<b>\$173,120</b>	+ 13.3%	\$146,774	<b>\$165,008</b>	+ 12.4%
<b>Pct. of List Price Received</b>		97.7%	<b>98.0%</b>	+ 0.3%	97.1%	<b>97.8%</b>	+ 0.7%
<b>Days on Market</b>		93	<b>84</b>	- 9.7%	107	<b>96</b>	- 10.3%
<b>Affordability Index</b>		244	<b>218</b>	- 10.7%	265	<b>243</b>	- 8.3%
<b>Active Listings</b>		744	<b>655</b>	- 12.0%	--	<b>--</b>	--
<b>Months Supply</b>		4.1	<b>3.4</b>	- 17.1%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

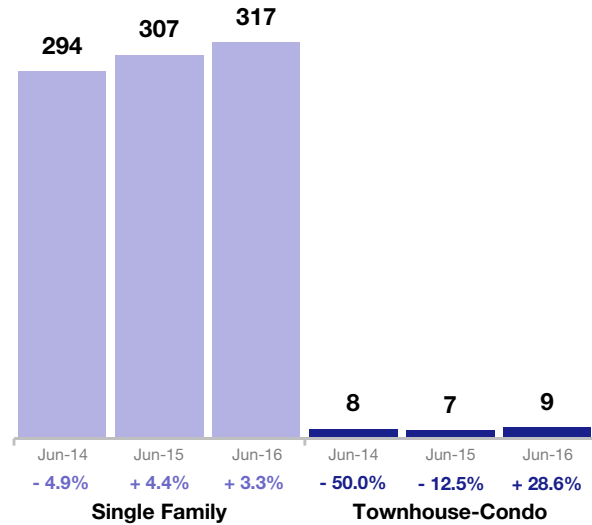


Key Metrics	Historical Sparkbars	6-2015	6-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		7	9	+ 28.6%	69	59	- 14.5%
<b>Pending Sales</b>		8	6	- 25.0%	51	52	+ 2.0%
<b>Sold Listings</b>		10	8	- 20.0%	49	53	+ 8.2%
<b>Median Sales Price</b>		\$125,000	\$175,000	+ 40.0%	\$126,500	\$136,250	+ 7.7%
<b>Avg. Sales Price</b>		\$131,357	\$177,988	+ 35.5%	\$136,232	\$151,960	+ 11.5%
<b>Pct. of List Price Received</b>		98.0%	98.2%	+ 0.2%	97.6%	96.8%	- 0.8%
<b>Days on Market</b>		64	119	+ 85.9%	130	90	- 30.8%
<b>Affordability Index</b>		290	213	- 26.6%	287	273	- 4.9%
<b>Active Listings</b>		37	31	- 16.2%	--	--	--
<b>Months Supply</b>		4.2	3.4	- 19.0%	--	--	--

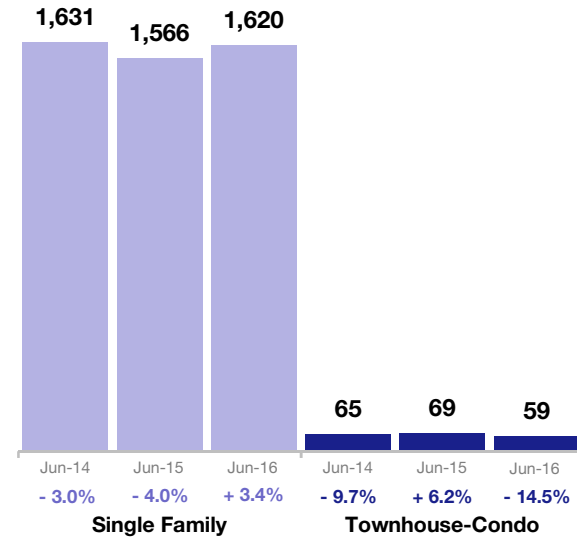
# New Listings



## June

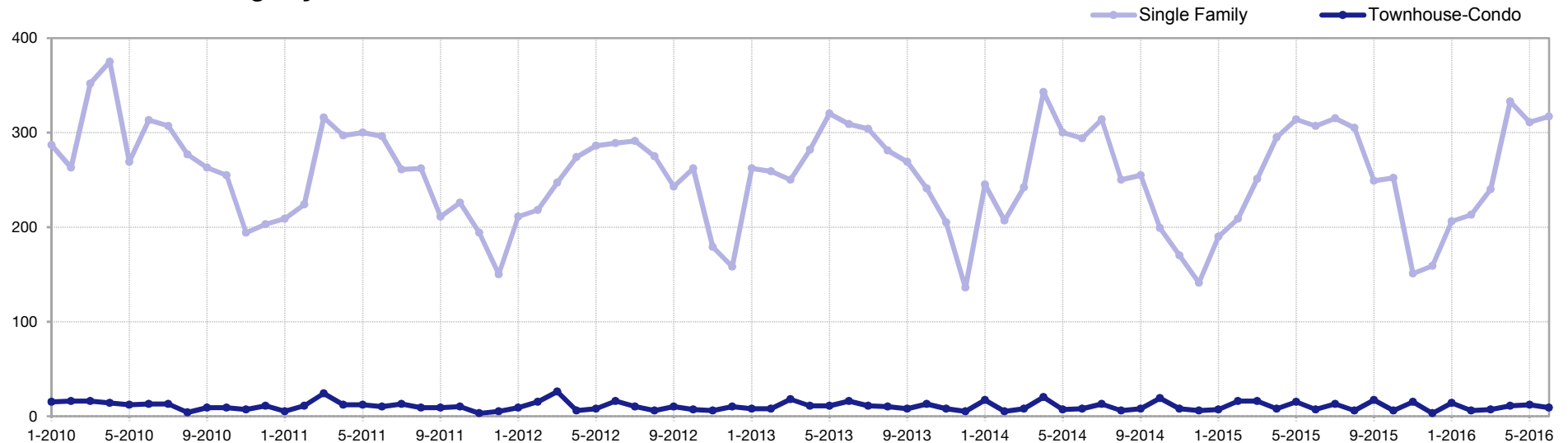


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2015	315	+0.3%	13	0.0%
Aug-2015	305	+22.0%	6	0.0%
Sep-2015	249	-2.4%	17	+112.5%
Oct-2015	252	+26.6%	6	-68.4%
Nov-2015	151	-11.2%	15	+87.5%
Dec-2015	159	+12.8%	3	-50.0%
Jan-2016	206	+8.4%	14	+100.0%
Feb-2016	213	+1.9%	6	-62.5%
Mar-2016	240	-4.4%	7	-56.3%
Apr-2016	333	+12.9%	11	+37.5%
May-2016	311	-1.0%	12	-20.0%
<b>Jun-2016</b>	<b>317</b>	<b>+3.3%</b>	<b>9</b>	<b>+28.6%</b>

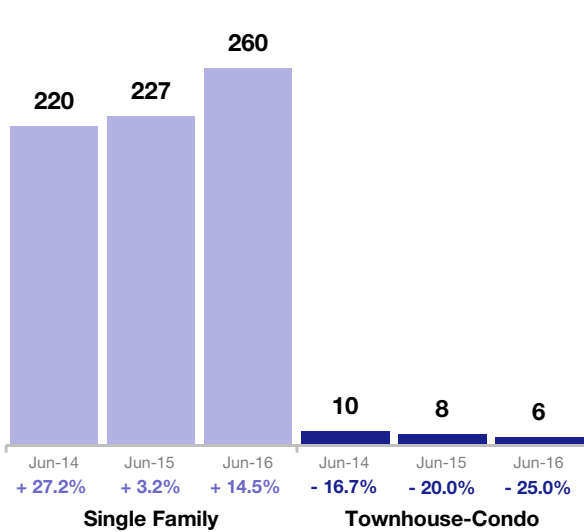
## Historical New Listings by Month



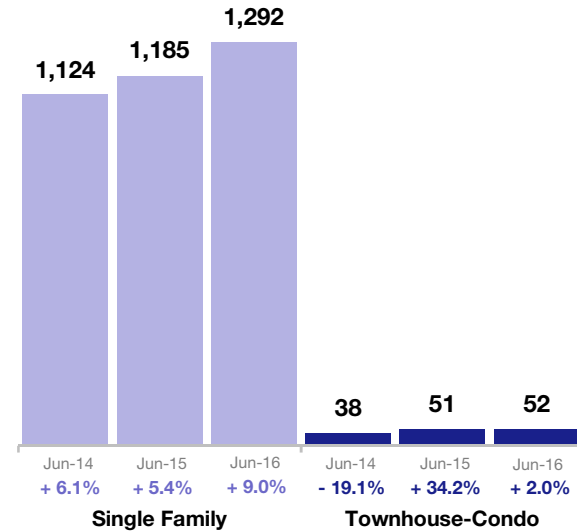
# Pending Sales



## June

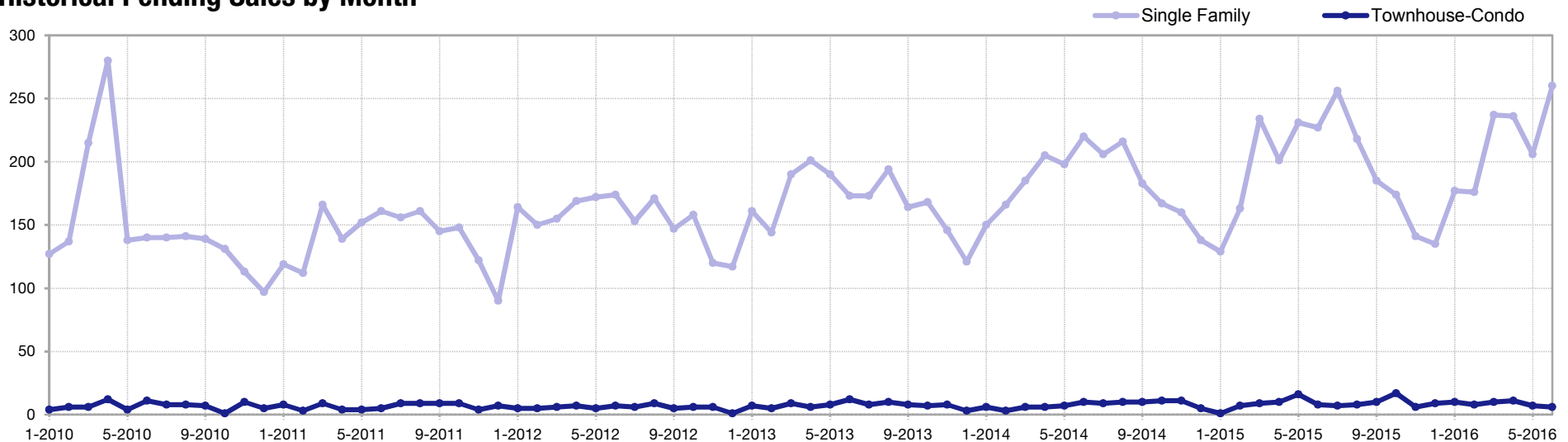


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2015	256	+24.3%	7	-22.2%
Aug-2015	218	+0.9%	8	-20.0%
Sep-2015	185	+1.1%	10	0.0%
Oct-2015	174	+4.2%	17	+54.5%
Nov-2015	141	-11.9%	6	-45.5%
Dec-2015	135	-2.2%	9	+80.0%
Jan-2016	177	+37.2%	10	+900.0%
Feb-2016	176	+8.0%	8	+14.3%
Mar-2016	237	+1.3%	10	+11.1%
Apr-2016	236	+17.4%	11	+10.0%
May-2016	206	-10.8%	7	-56.3%
<b>Jun-2016</b>	<b>260</b>	<b>+14.5%</b>	<b>6</b>	<b>-25.0%</b>

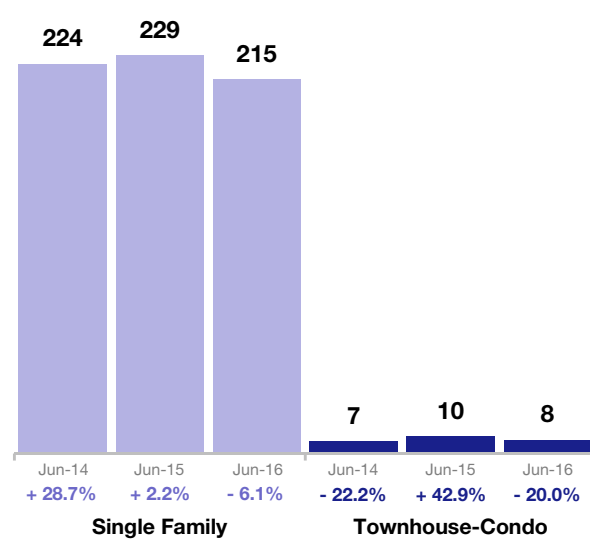
## Historical Pending Sales by Month



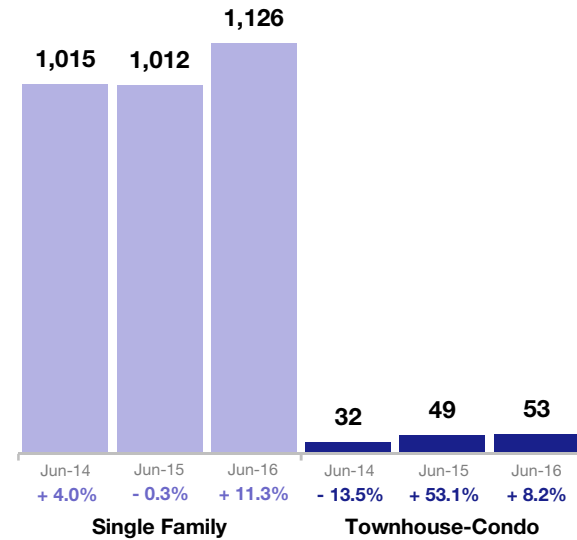
# Sold Listings



## June

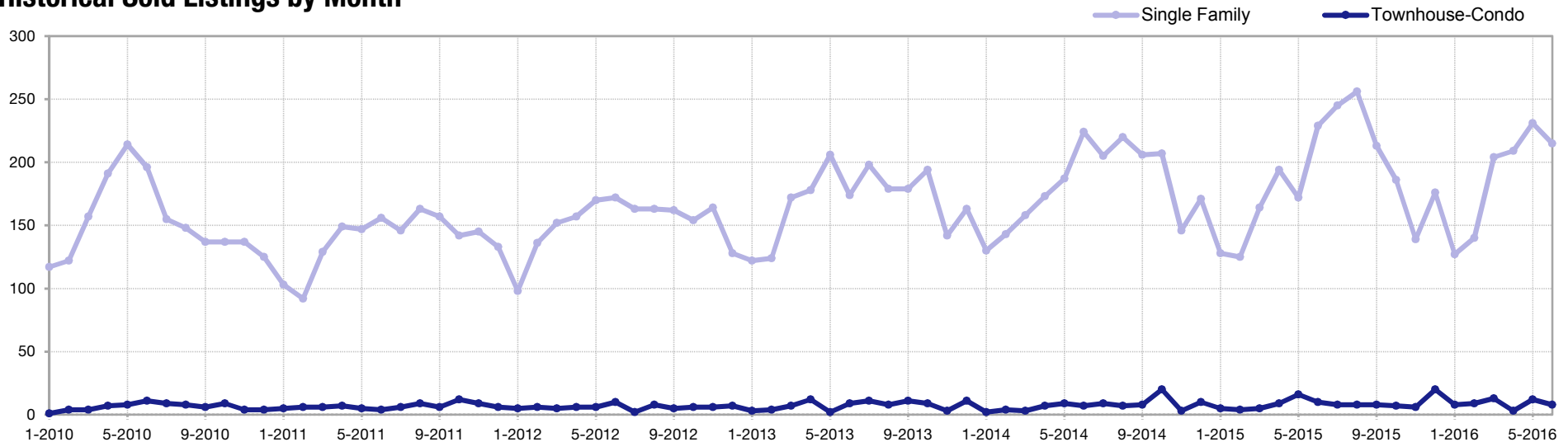


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2015	245	+19.5%	8	-11.1%
Aug-2015	256	+16.4%	8	+14.3%
Sep-2015	213	+3.4%	8	0.0%
Oct-2015	186	-10.1%	7	-65.0%
Nov-2015	139	-4.8%	6	+100.0%
Dec-2015	176	+2.9%	20	+100.0%
Jan-2016	127	-0.8%	8	+60.0%
Feb-2016	140	+12.0%	9	+125.0%
Mar-2016	204	+24.4%	13	+160.0%
Apr-2016	209	+7.7%	3	-66.7%
May-2016	231	+34.3%	12	-25.0%
<b>Jun-2016</b>	<b>215</b>	<b>-6.1%</b>	<b>8</b>	<b>-20.0%</b>

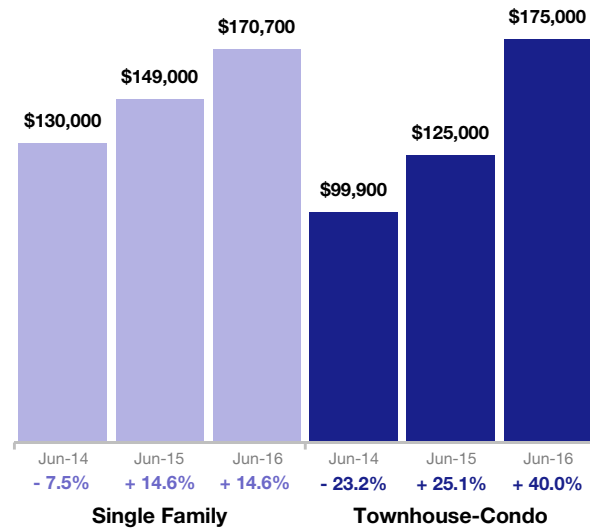
## Historical Sold Listings by Month



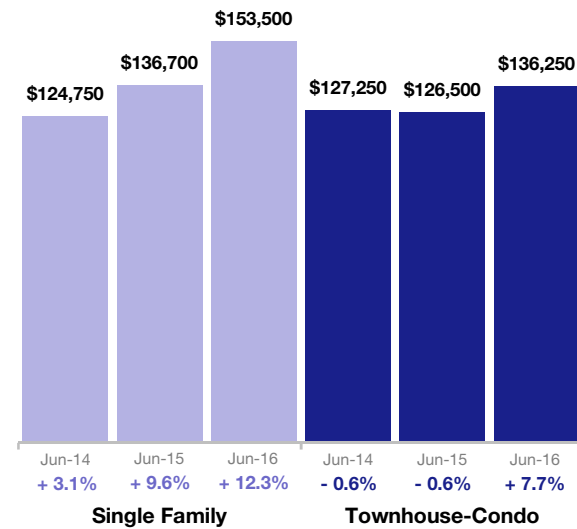
# Median Sales Price



## June

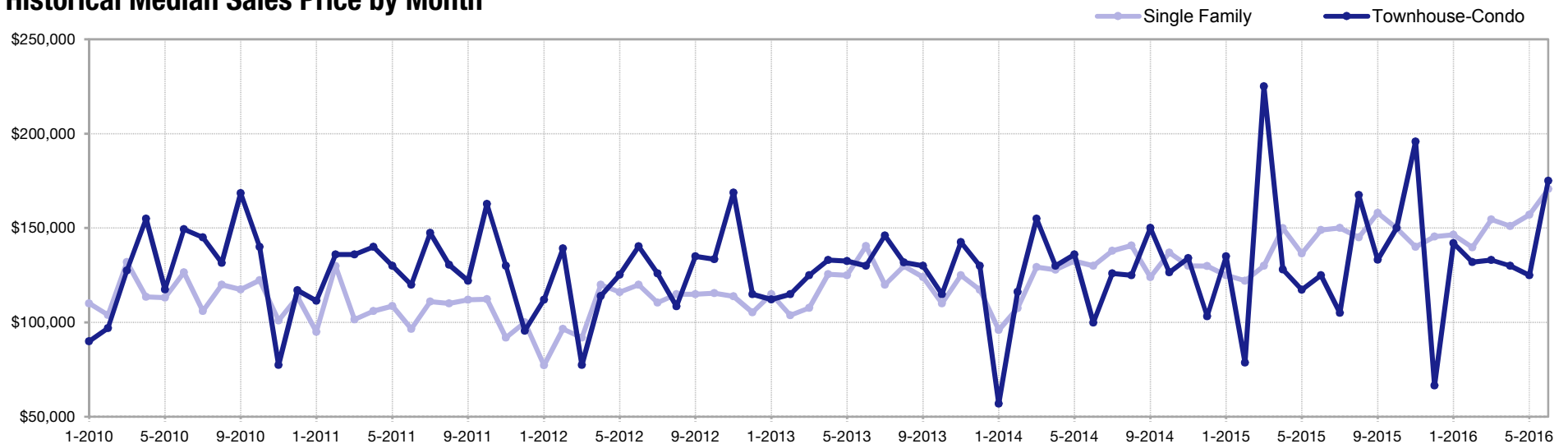


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2015	\$150,000	+8.7%	\$105,000	-16.7%
Aug-2015	\$145,000	+3.0%	\$167,500	+34.0%
Sep-2015	\$158,000	+27.4%	\$133,250	-11.2%
Oct-2015	\$149,950	+9.5%	\$150,000	+18.6%
Nov-2015	\$140,000	+7.7%	\$195,750	+46.1%
Dec-2015	\$145,500	+12.0%	\$66,500	-35.6%
Jan-2016	\$146,500	+17.2%	\$141,950	+5.1%
Feb-2016	\$139,750	+14.5%	\$131,900	+67.6%
Mar-2016	\$154,500	+18.8%	\$133,000	-40.9%
Apr-2016	\$151,000	+0.7%	\$130,000	+1.6%
May-2016	\$157,000	+15.0%	\$124,950	+6.6%
<b>Jun-2016</b>	<b>\$170,700</b>	<b>+14.6%</b>	<b>\$175,000</b>	<b>+40.0%</b>

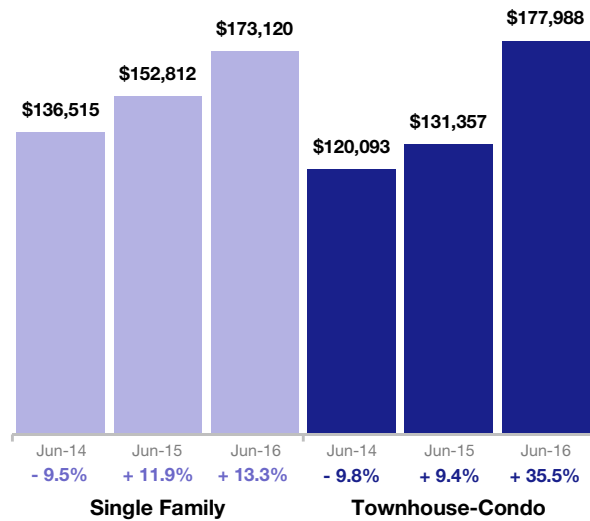
## Historical Median Sales Price by Month



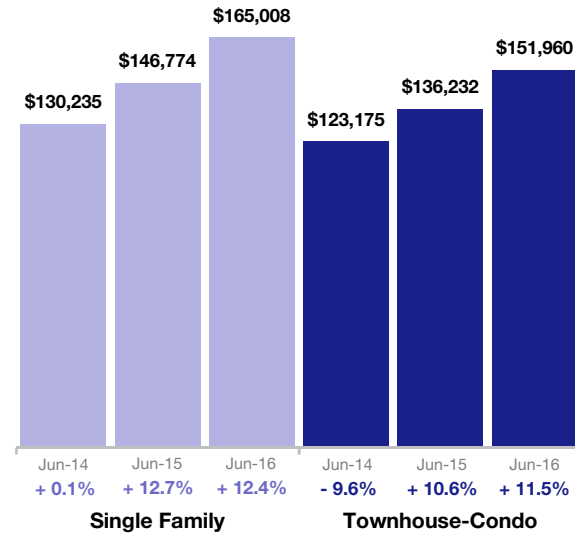
# Average Sales Price



## June

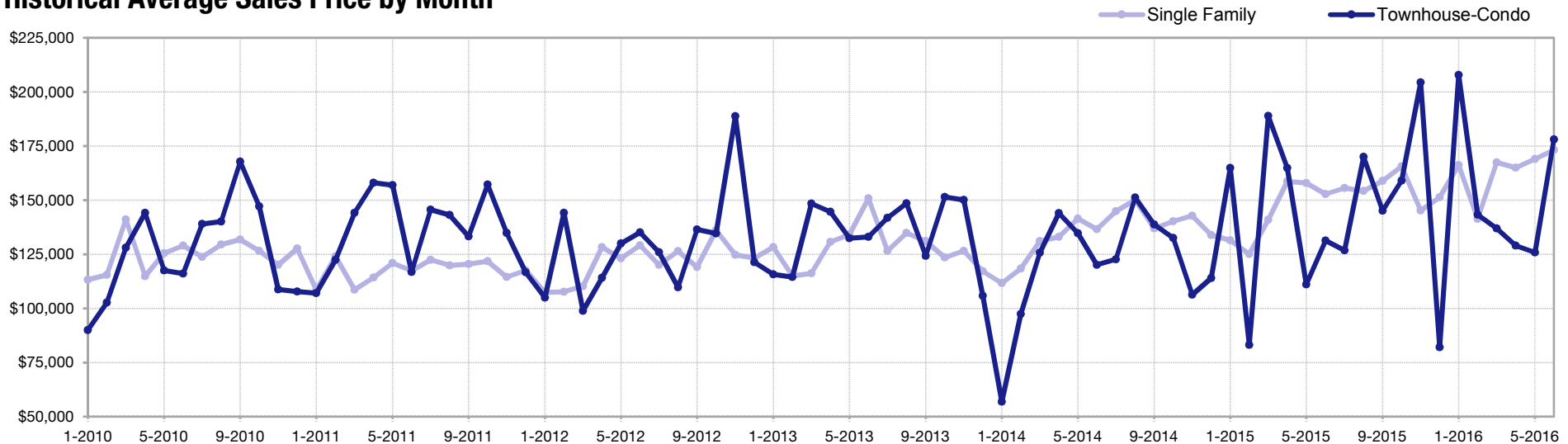


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2015	\$155,542	+7.3%	\$126,875	+3.5%
Aug-2015	\$154,235	+2.8%	\$170,050	+12.5%
Sep-2015	\$158,898	+16.0%	\$145,113	+4.5%
Oct-2015	\$165,604	+18.1%	\$159,029	+20.0%
Nov-2015	\$145,248	+1.7%	\$204,417	+92.2%
Dec-2015	\$151,322	+13.1%	\$82,021	-28.0%
Jan-2016	\$166,232	+26.4%	\$207,856	+26.0%
Feb-2016	\$141,297	+13.0%	\$143,267	+72.2%
Mar-2016	\$167,392	+18.7%	\$136,981	-27.5%
Apr-2016	\$165,024	+4.0%	\$129,033	-21.7%
May-2016	\$169,071	+7.1%	\$125,825	+13.3%
<b>Jun-2016</b>	<b>\$173,120</b>	<b>+13.3%</b>	<b>\$177,988</b>	<b>+35.5%</b>

## Historical Average Sales Price by Month

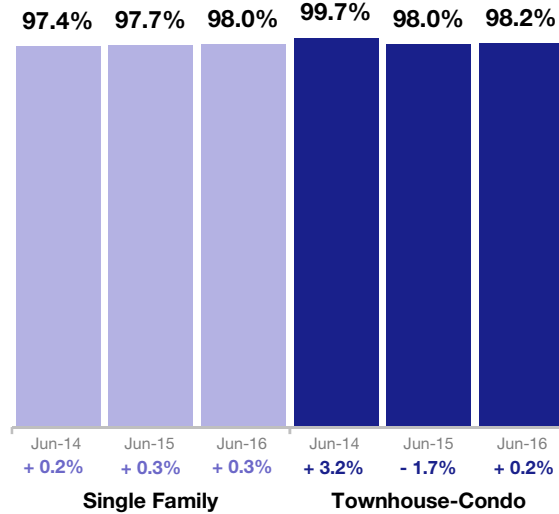




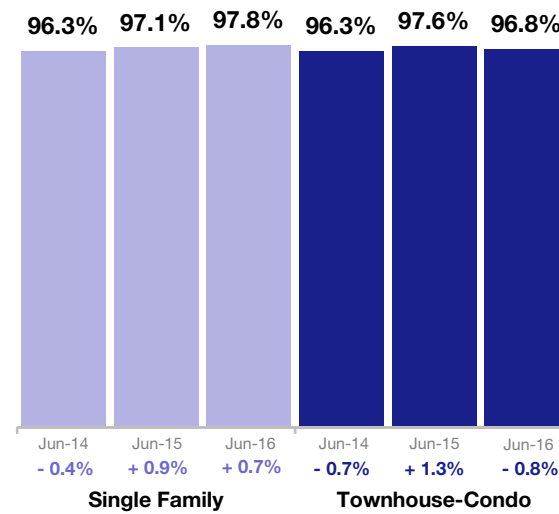
# Percent of List Price Received



## June

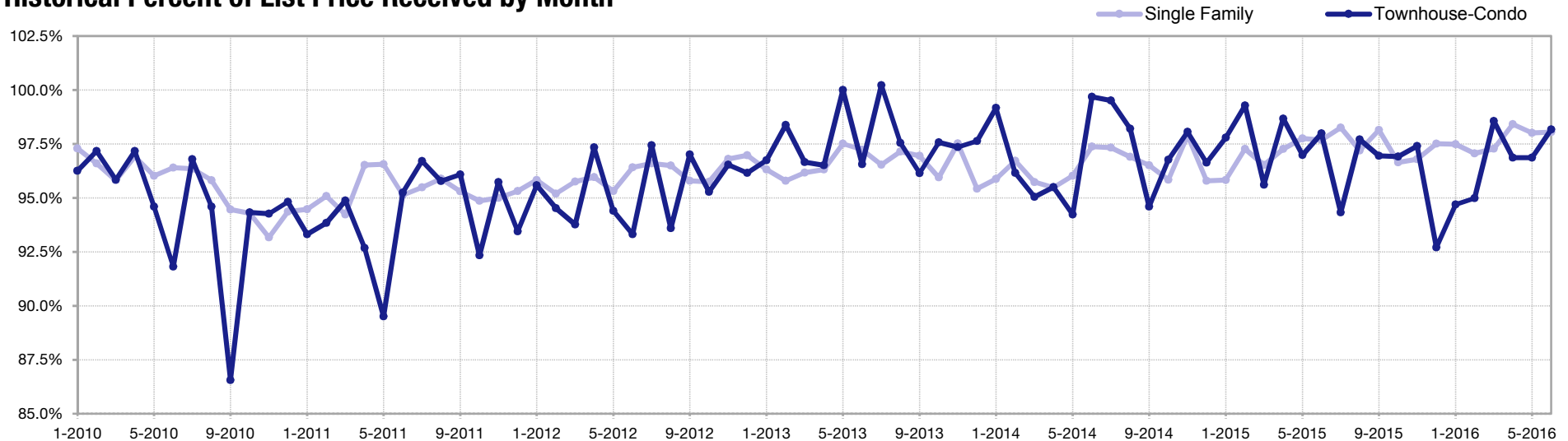


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2015	98.3%	+1.0%	94.3%	-5.2%
Aug-2015	97.2%	+0.3%	97.7%	-0.5%
Sep-2015	98.1%	+1.7%	96.9%	+2.4%
Oct-2015	96.6%	+0.8%	96.9%	+0.1%
Nov-2015	96.8%	-1.1%	97.4%	-0.7%
Dec-2015	97.5%	+1.8%	92.7%	-4.0%
Jan-2016	97.5%	+1.8%	94.7%	-3.2%
Feb-2016	97.1%	-0.2%	95.0%	-4.3%
Mar-2016	97.3%	+0.8%	98.6%	+3.1%
Apr-2016	98.4%	+1.1%	96.9%	-1.8%
May-2016	98.0%	+0.2%	96.9%	-0.1%
<b>Jun-2016</b>	<b>98.0%</b>	<b>+0.3%</b>	<b>98.2%</b>	<b>+0.2%</b>

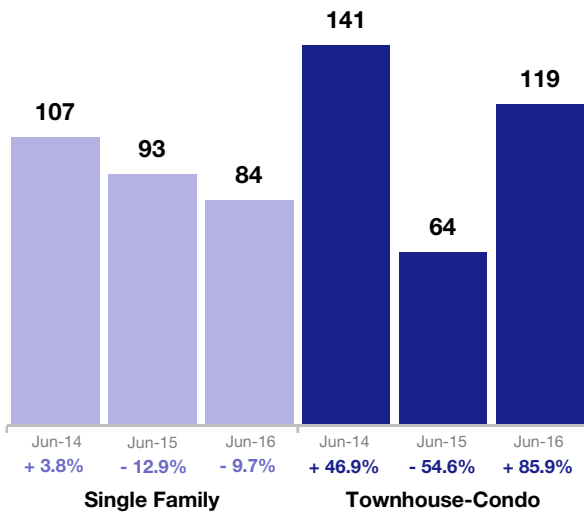
## Historical Percent of List Price Received by Month



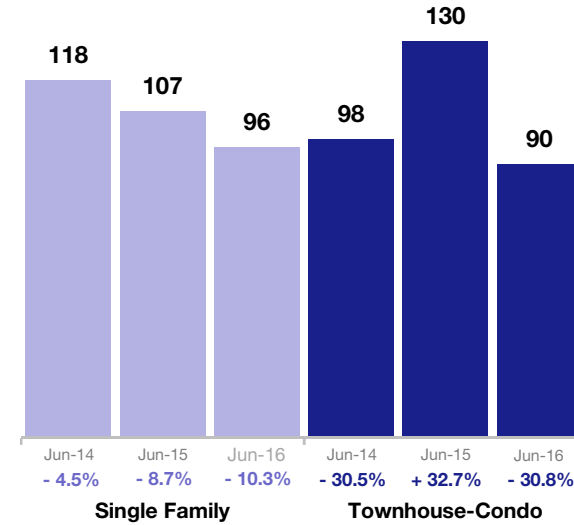
# Days on Market Until Sale



## June

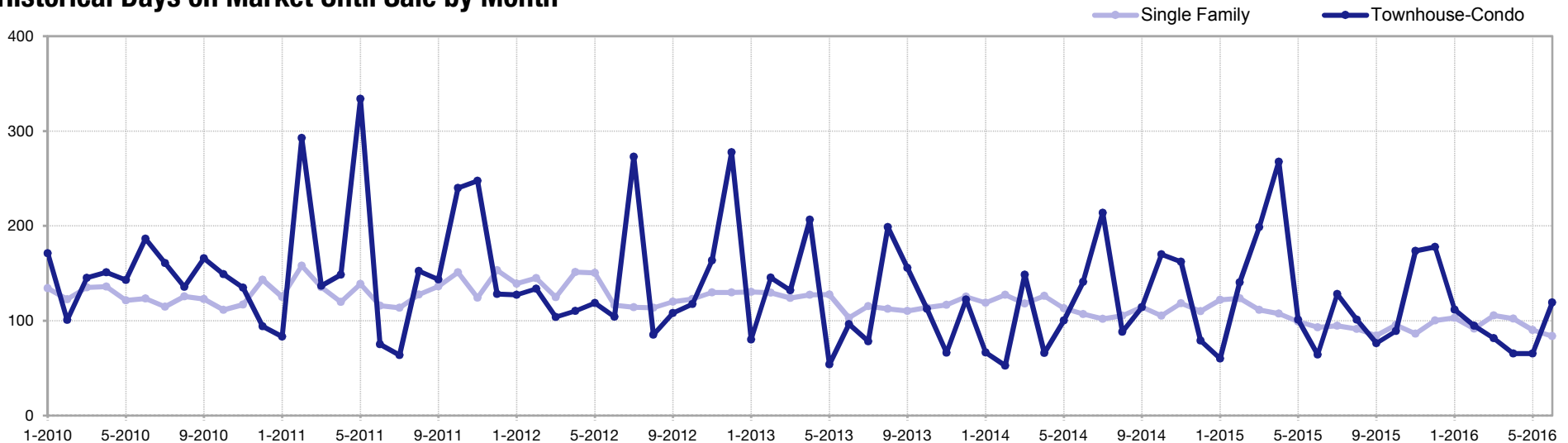


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2015	95	-6.9%	128	-40.2%
Aug-2015	91	-13.3%	101	+14.8%
Sep-2015	84	-27.0%	76	-33.3%
Oct-2015	96	-8.6%	89	-47.6%
Nov-2015	86	-27.1%	174	+7.4%
Dec-2015	100	-9.1%	178	+125.3%
Jan-2016	103	-15.6%	112	+86.7%
Feb-2016	92	-25.8%	95	-32.6%
Mar-2016	106	-5.4%	82	-58.8%
Apr-2016	102	-5.6%	66	-75.4%
May-2016	90	-9.1%	66	-34.7%
<b>Jun-2016</b>	<b>84</b>	<b>-9.7%</b>	<b>119</b>	<b>+85.9%</b>

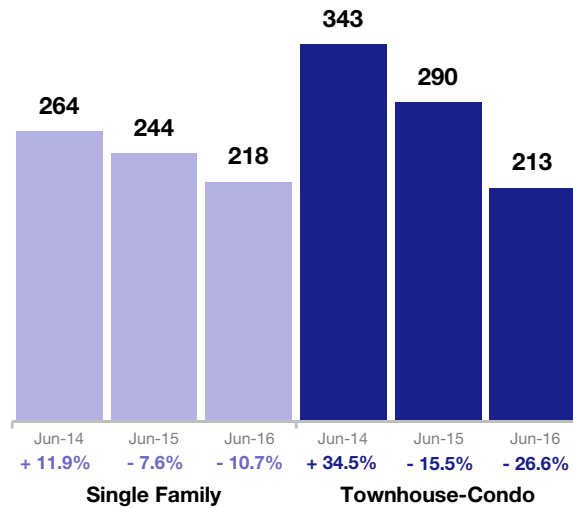
## Historical Days on Market Until Sale by Month



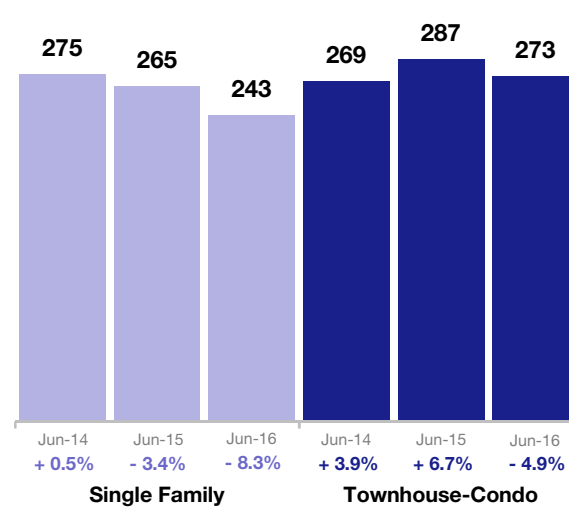
# Housing Affordability Index



## June

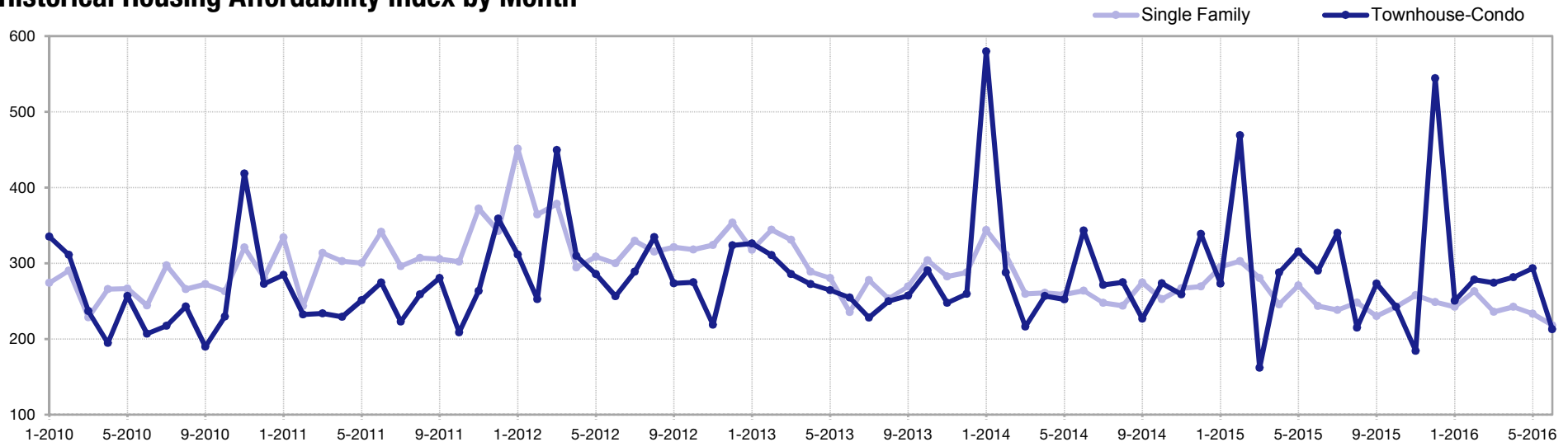


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2015	238	-4.0%	340	+25.5%
Aug-2015	248	+1.6%	215	-21.8%
Sep-2015	230	-16.1%	273	+20.3%
Oct-2015	242	-4.3%	242	-11.7%
Nov-2015	258	-3.4%	184	-29.0%
Dec-2015	249	-7.4%	544	+60.5%
Jan-2016	243	-17.6%	250	-8.4%
Feb-2016	263	-13.2%	279	-40.5%
Mar-2016	236	-15.7%	274	+69.1%
Apr-2016	242	-1.6%	282	-2.1%
May-2016	233	-14.0%	293	-7.0%
<b>Jun-2016</b>	<b>218</b>	<b>-10.7%</b>	<b>213</b>	<b>-26.6%</b>

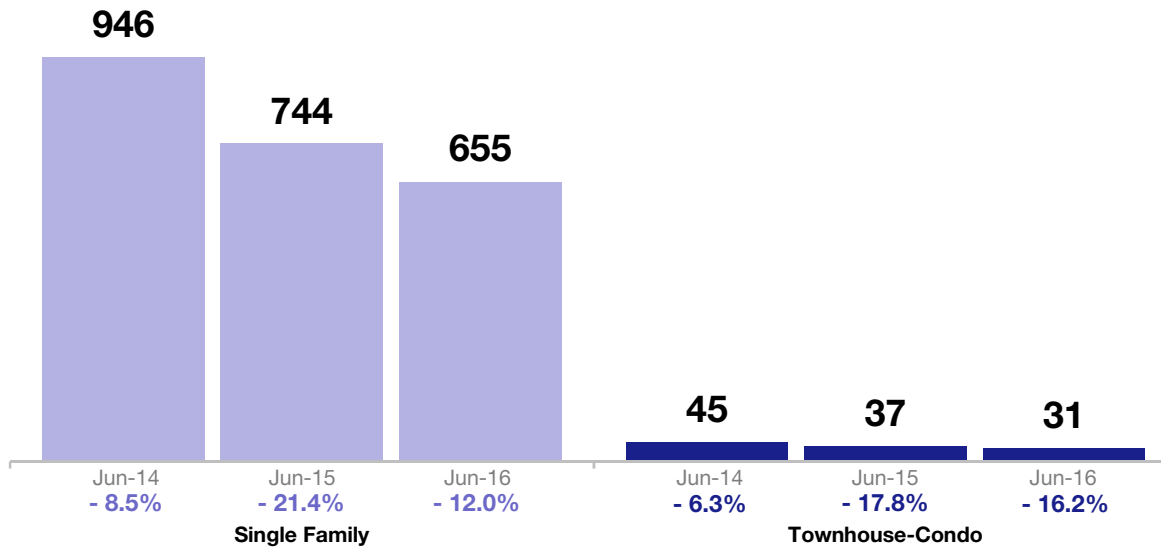
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

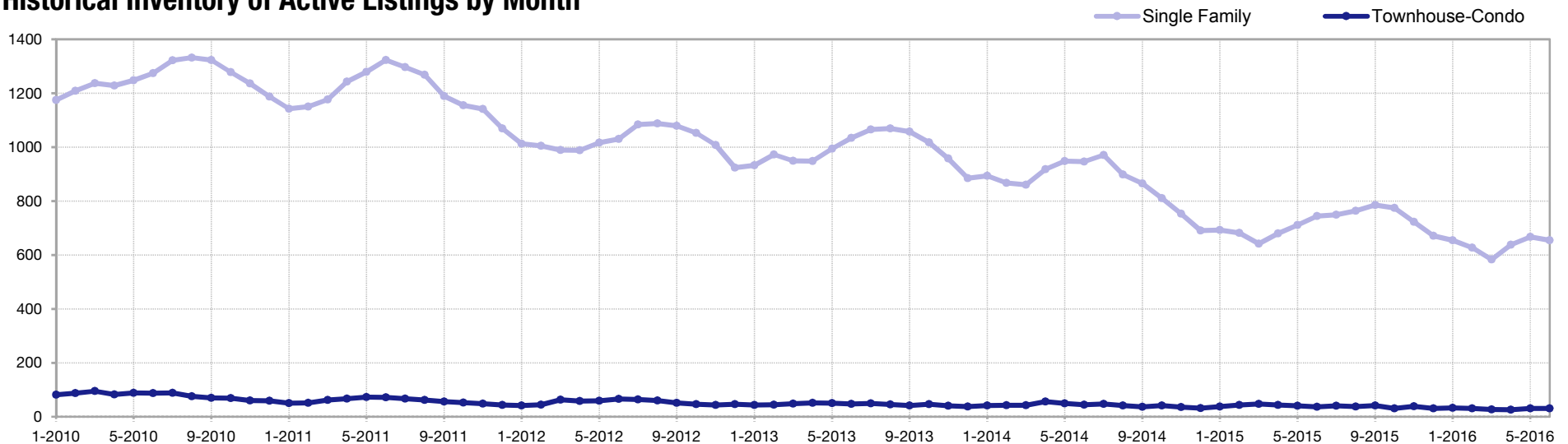


June



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2015	749	-22.9%	41	-14.6%
Aug-2015	764	-14.9%	38	-9.5%
Sep-2015	785	-9.2%	42	+13.5%
Oct-2015	775	-4.4%	31	-26.2%
Nov-2015	723	-4.0%	39	+8.3%
Dec-2015	671	-2.9%	31	-3.1%
Jan-2016	655	-5.5%	33	-13.2%
Feb-2016	627	-8.1%	31	-29.5%
Mar-2016	583	-9.2%	27	-43.8%
Apr-2016	638	-6.2%	26	-40.9%
May-2016	667	-6.2%	31	-24.4%
<b>Jun-2016</b>	<b>655</b>	<b>-12.0%</b>	<b>31</b>	<b>-16.2%</b>

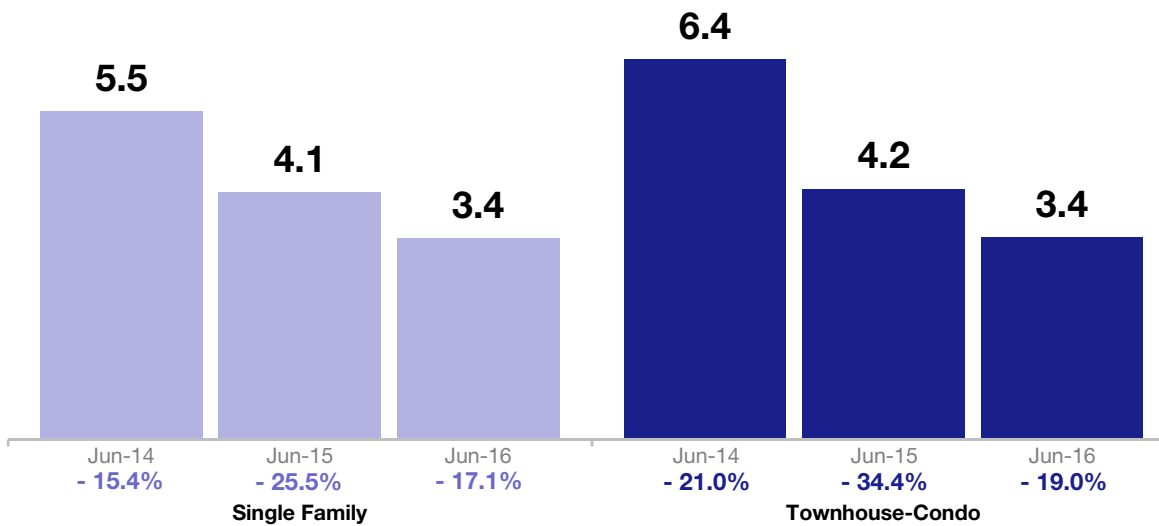
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

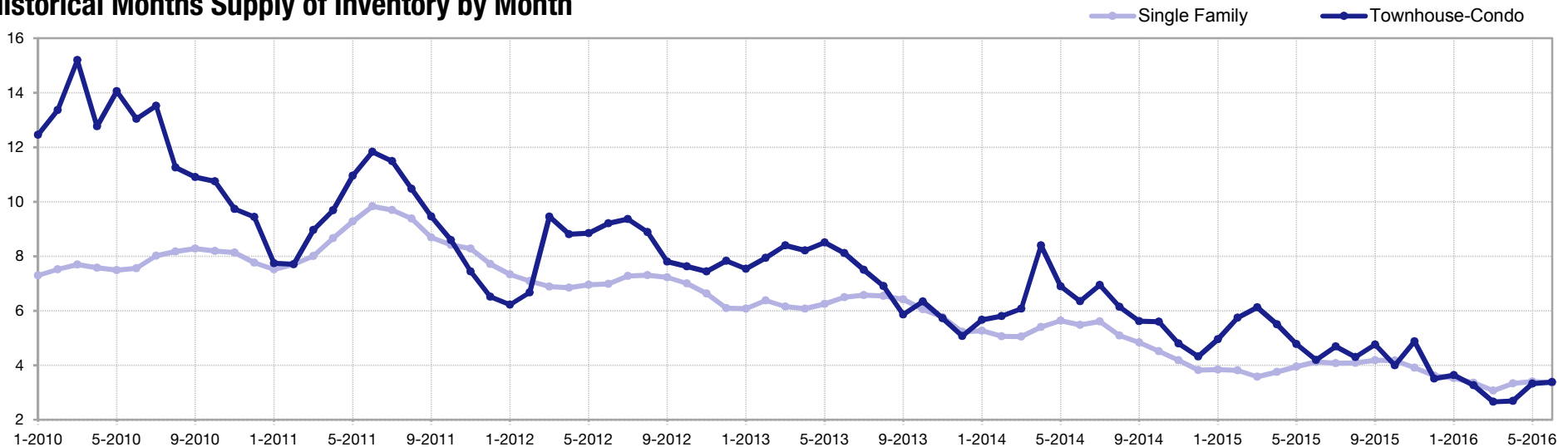


June



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2015	4.1	-26.8%	4.7	-31.9%
Aug-2015	4.1	-19.6%	4.3	-29.5%
Sep-2015	4.2	-12.5%	4.8	-14.3%
Oct-2015	4.2	-6.7%	4.0	-28.6%
Nov-2015	3.9	-7.1%	4.9	+2.1%
Dec-2015	3.6	-5.3%	3.5	-18.6%
Jan-2016	3.5	-7.9%	3.6	-28.0%
Feb-2016	3.4	-10.5%	3.3	-42.1%
Mar-2016	3.1	-13.9%	2.7	-55.7%
Apr-2016	3.3	-10.8%	2.7	-50.9%
May-2016	3.4	-12.8%	3.3	-31.3%
<b>Jun-2016</b>	<b>3.4</b>	<b>-17.1%</b>	<b>3.4</b>	<b>-19.0%</b>

## Historical Months Supply of Inventory by Month



# Total Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



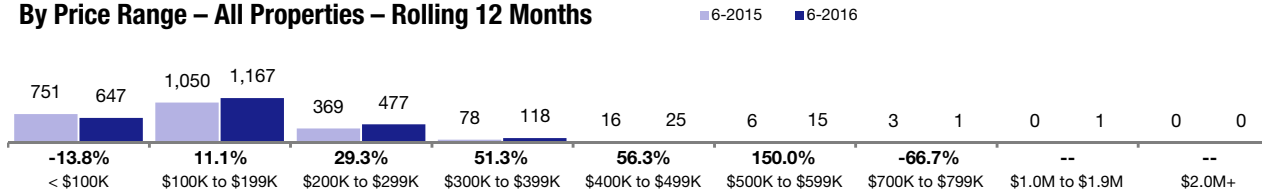
Key Metrics	Historical Sparkbars	6-2015	6-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		314	<b>326</b>	+ 3.8%	1,635	<b>1,679</b>	+ 2.7%
<b>Pending Sales</b>		235	<b>266</b>	+ 13.2%	1,236	<b>1,344</b>	+ 8.7%
<b>Sold Listings</b>		239	<b>223</b>	- 6.7%	1,061	<b>1,179</b>	+ 11.1%
<b>Median Sales Price</b>		\$149,000	<b>\$170,750</b>	+ 14.6%	\$135,000	<b>\$151,750</b>	+ 12.4%
<b>Avg. Sales Price</b>		\$151,915	<b>\$173,295</b>	+ 14.1%	\$146,286	<b>\$164,421</b>	+ 12.4%
<b>Pct. of List Price Received</b>		97.7%	<b>98.1%</b>	+ 0.4%	97.2%	<b>97.7%</b>	+ 0.5%
<b>Days on Market</b>		92	<b>85</b>	- 7.6%	108	<b>95</b>	- 12.0%
<b>Affordability Index</b>		244	<b>218</b>	- 10.7%	269	<b>245</b>	- 8.9%
<b>Active Listings</b>		781	<b>686</b>	- 12.2%	--	--	--
<b>Months Supply</b>		4.1	<b>3.4</b>	- 17.1%	--	--	--

# Sold Listings

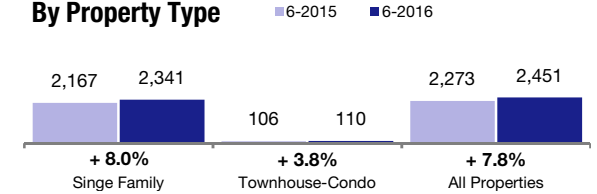
Actual sales that have closed in a given month.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	6-2015	6-2016	Change	6-2015	6-2016	Change
\$99,999 and Below	726	611	-15.8%	25	36	+44.0%
\$100,000 to \$199,999	980	1,108	+13.1%	70	59	-15.7%
\$200,000 to \$299,999	359	466	+29.8%	10	11	+10.0%
\$300,000 to \$399,999	77	116	+50.6%	1	2	+100.0%
\$400,000 to \$499,999	16	24	+50.0%	0	1	--
\$500,000 to \$699,999	6	14	+133.3%	0	1	--
\$700,000 to \$999,999	3	1	-66.7%	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,167</b>	<b>2,341</b>	<b>+8.0%</b>	<b>106</b>	<b>110</b>	<b>+3.8%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2016	6-2016	Change	5-2016	6-2016	Change
\$99,999 and Below	49	49	0.0%	5	1	-80.0%
\$100,000 to \$199,999	115	93	-19.1%	7	4	-42.9%
\$200,000 to \$299,999	50	57	+14.0%	0	3	--
\$300,000 to \$399,999	12	10	-16.7%	0	0	--
\$400,000 to \$499,999	4	3	-25.0%	0	0	--
\$500,000 to \$699,999	1	3	+200.0%	0	0	--
\$700,000 to \$999,999	0	0	--	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>231</b>	<b>215</b>	<b>-6.9%</b>	<b>12</b>	<b>8</b>	<b>-33.3%</b>

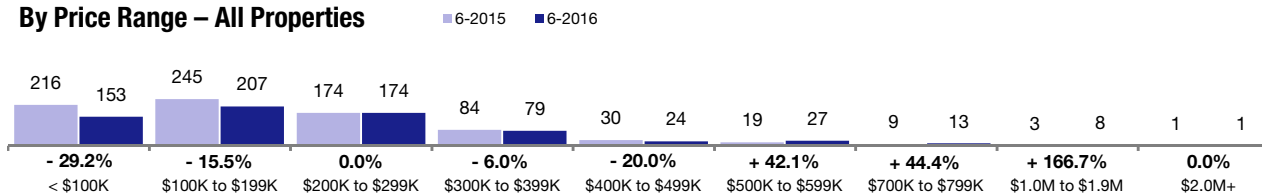
### Year to Date

By Price Range	Single Family			Condo		
	6-2015	6-2016	Change	6-2015	6-2016	Change
\$99,999 and Below	326	266	-18.4%	11	13	+18.2%
\$100,000 to \$199,999	470	546	+16.2%	31	32	+3.2%
\$200,000 to \$299,999	157	235	+49.7%	7	6	-14.3%
\$300,000 to \$399,999	43	56	+30.2%	0	0	--
\$400,000 to \$499,999	10	11	+10.0%	0	1	--
\$500,000 to \$699,999	4	10	+150.0%	0	1	--
\$700,000 to \$999,999	2	1	-50.0%	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>1,012</b>	<b>1,126</b>	<b>+11.3%</b>	<b>49</b>	<b>53</b>	<b>+8.2%</b>

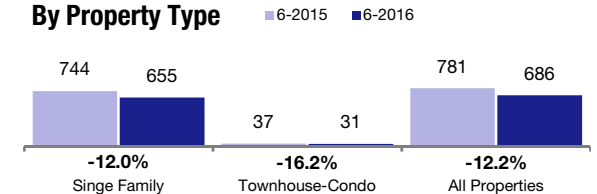
# Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

## By Price Range – All Properties



## By Property Type



### Year over Year

By Price Range	Single Family			Condo		
	6-2015	6-2016	Change	6-2015	6-2016	Change
\$99,999 and Below	202	145	-28.2%	14	8	-42.9%
\$100,000 to \$199,999	231	198	-14.3%	14	9	-35.7%
\$200,000 to \$299,999	168	163	-3.0%	6	11	+83.3%
\$300,000 to \$399,999	81	77	-4.9%	3	2	-33.3%
\$400,000 to \$499,999	30	24	-20.0%	0	0	--
\$500,000 to \$699,999	19	26	+36.8%	0	1	--
\$700,000 to \$999,999	9	13	+44.4%	0	0	--
\$1,000,000 to \$1,999,999	3	8	+166.7%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>744</b>	<b>655</b>	<b>-12.0%</b>	<b>37</b>	<b>31</b>	<b>-16.2%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2016	6-2016	Change	5-2016	6-2016	Change
\$99,999 and Below	158	145	-8.2%	8	8	0.0%
\$100,000 to \$199,999	197	198	+0.5%	9	9	0.0%
\$200,000 to \$299,999	163	163	0.0%	11	11	0.0%
\$300,000 to \$399,999	83	77	-7.2%	2	2	0.0%
\$400,000 to \$499,999	23	24	+4.3%	0	0	--
\$500,000 to \$699,999	22	26	+18.2%	1	1	0.0%
\$700,000 to \$999,999	13	13	0.0%	0	0	--
\$1,000,000 to \$1,999,999	7	8	+14.3%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>667</b>	<b>655</b>	<b>-1.8%</b>	<b>31</b>	<b>31</b>	<b>0.0%</b>

### Year to Date

By Price Range	Single Family			Condo		
	6-2015	6-2016	Change	6-2015	6-2016	Change
\$99,999 and Below	158	145	-8.2%	8	8	0.0%
\$100,000 to \$199,999	197	198	+0.5%	9	9	0.0%
\$200,000 to \$299,999	163	163	0.0%	11	11	0.0%
\$300,000 to \$399,999	83	77	-7.2%	2	2	0.0%
\$400,000 to \$499,999	23	24	+4.3%	0	0	--
\$500,000 to \$699,999	22	26	+18.2%	1	1	0.0%
\$700,000 to \$999,999	13	13	0.0%	0	0	--
\$1,000,000 to \$1,999,999	7	8	+14.3%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>667</b>	<b>655</b>	<b>-1.8%</b>	<b>31</b>	<b>31</b>	<b>0.0%</b>

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and average income by county.
<b>Inventory of Active Listings</b>	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
<b>Months Supply of Inventory</b>	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.



# Local Market Update for June 2016

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## Pueblo County

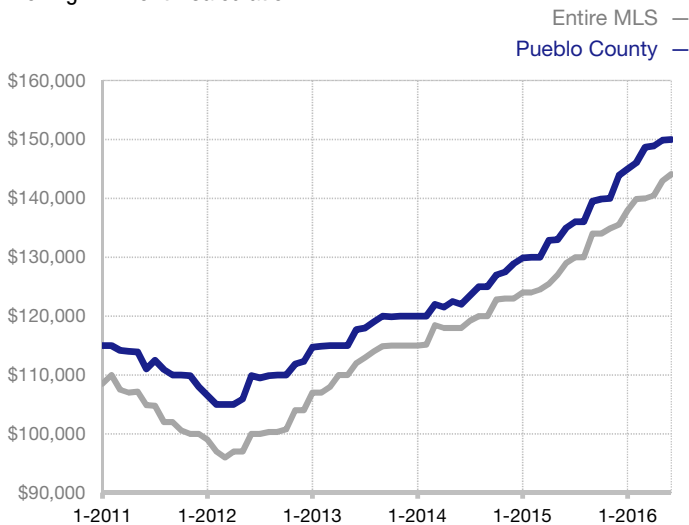
Single Family Key Metrics	June			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 06-2015	Thru 06-2016	Percent Change from Previous Year
New Listings	311	<b>317</b>	+ 1.9%	1,573	<b>1,617</b>	+ 2.8%
Sold Listings	230	<b>215</b>	- 6.5%	1,016	<b>1,128</b>	+ 11.0%
Median Sales Price*	\$149,500	<b>\$170,700</b>	+ 14.2%	\$136,250	<b>\$153,500</b>	+ 12.7%
Average Sales Price*	\$153,575	<b>\$173,120</b>	+ 12.7%	\$146,810	<b>\$165,100</b>	+ 12.5%
Percent of List Price Received*	97.8%	<b>98.0%</b>	+ 0.2%	97.2%	<b>97.8%</b>	+ 0.6%
Days on Market Until Sale	93	<b>84</b>	- 9.7%	108	<b>96</b>	- 11.1%
Inventory of Homes for Sale	750	<b>652</b>	- 13.1%	--	--	--
Months Supply of Inventory	4.1	<b>3.3</b>	- 19.5%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse-Condo Key Metrics	June			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 06-2015	Thru 06-2016	Percent Change from Previous Year
New Listings	7	<b>9</b>	+ 28.6%	69	<b>59</b>	- 14.5%
Sold Listings	10	<b>8</b>	- 20.0%	49	<b>53</b>	+ 8.2%
Median Sales Price*	\$125,000	<b>\$175,000</b>	+ 40.0%	\$126,500	<b>\$136,250</b>	+ 7.7%
Average Sales Price*	\$131,357	<b>\$177,988</b>	+ 35.5%	\$136,232	<b>\$151,960</b>	+ 11.5%
Percent of List Price Received*	98.0%	<b>98.2%</b>	+ 0.2%	97.6%	<b>96.8%</b>	- 0.8%
Days on Market Until Sale	64	<b>119</b>	+ 85.9%	130	<b>90</b>	- 30.8%
Inventory of Homes for Sale	37	<b>31</b>	- 16.2%	--	--	--
Months Supply of Inventory	4.2	<b>3.4</b>	- 19.0%	--	--	--

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**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Local Market Update for June 2016

A Research Tool Provided by the Colorado Association of REALTORS®



## Arkansas Valley/Otero County

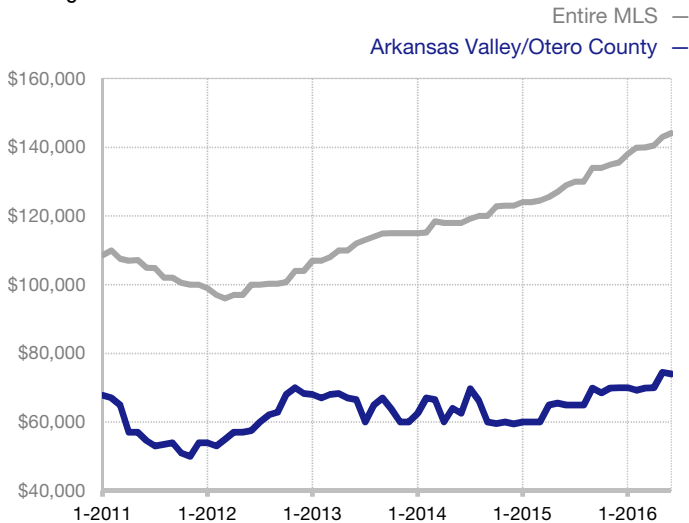
Single Family Key Metrics	June			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 06-2015	Thru 06-2016	Percent Change from Previous Year
New Listings	40	50	+ 25.0%	204	204	0.0%
Sold Listings	20	36	+ 80.0%	131	147	+ 12.2%
Median Sales Price*	\$54,500	\$52,500	- 3.7%	\$70,000	\$75,000	+ 7.1%
Average Sales Price*	\$70,610	\$63,090	- 10.7%	\$80,522	\$78,662	- 2.3%
Percent of List Price Received*	92.4%	95.9%	+ 3.8%	92.1%	94.9%	+ 3.0%
Days on Market Until Sale	187	142	- 24.1%	193	169	- 12.4%
Inventory of Homes for Sale	200	134	- 33.0%	--	--	--
Months Supply of Inventory	8.2	5.0	- 39.0%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

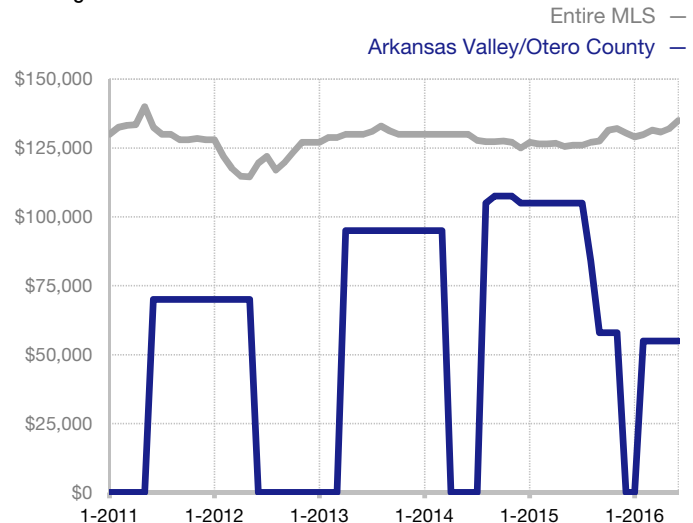
Townhouse-Condo Key Metrics	June			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 06-2015	Thru 06-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$55,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$55,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	91.8%	--
Days on Market Until Sale	0	0	--	0	656	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	1.0	0.0	- 100.0%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Local Market Update for June 2016

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## Fowler

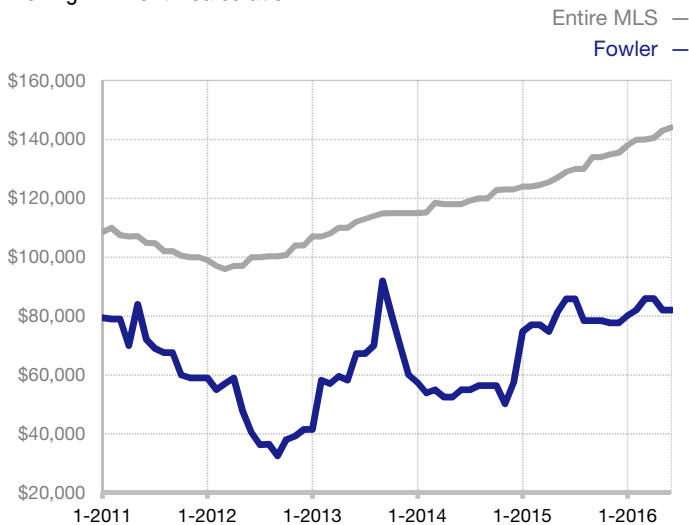
Single Family	June			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 06-2015	Thru 06-2016	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	4	2	- 50.0%	14	11	- 21.4%
Sold Listings	1	2	+ 100.0%	6	11	+ 83.3%
Median Sales Price*	\$90,000	<b>\$67,000</b>	- 25.6%	\$81,450	<b>\$86,500</b>	+ 6.2%
Average Sales Price*	\$90,000	<b>\$67,000</b>	- 25.6%	\$69,733	<b>\$88,977</b>	+ 27.6%
Percent of List Price Received*	105.9%	<b>102.4%</b>	- 3.3%	95.2%	<b>97.3%</b>	+ 2.2%
Days on Market Until Sale	316	<b>428</b>	+ 35.4%	298	<b>217</b>	- 27.2%
Inventory of Homes for Sale	16	<b>8</b>	- 50.0%	--	--	--
Months Supply of Inventory	11.7	<b>4.2</b>	- 64.1%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

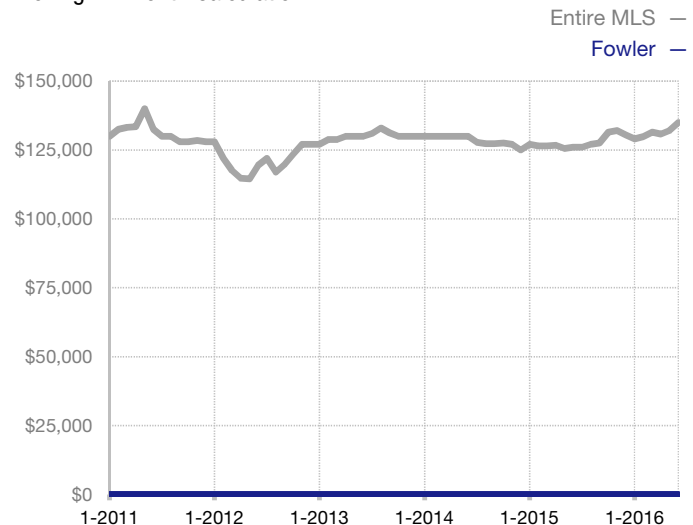
Townhouse-Condo	June			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 06-2015	Thru 06-2016	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Local Market Update for June 2016

A Research Tool Provided by the Colorado Association of REALTORS®



## Huerfano County

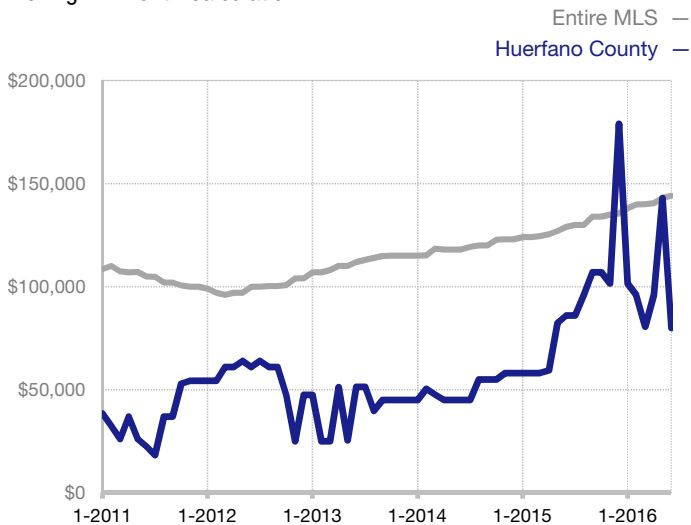
Single Family Key Metrics	June			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 06-2015	Thru 06-2016	Percent Change from Previous Year
New Listings	4	6	+ 50.0%	17	46	+ 170.6%
Sold Listings	0	1	--	5	7	+ 40.0%
Median Sales Price*	\$0	\$22,500	--	\$107,000	\$57,500	- 46.3%
Average Sales Price*	\$0	\$22,500	--	\$128,500	\$110,071	- 14.3%
Percent of List Price Received*	0.0%	70.3%	--	95.4%	92.4%	- 3.1%
Days on Market Until Sale	0	117	--	150	198	+ 32.0%
Inventory of Homes for Sale	20	45	+ 125.0%	--	--	--
Months Supply of Inventory	13.3	28.6	+ 115.0%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

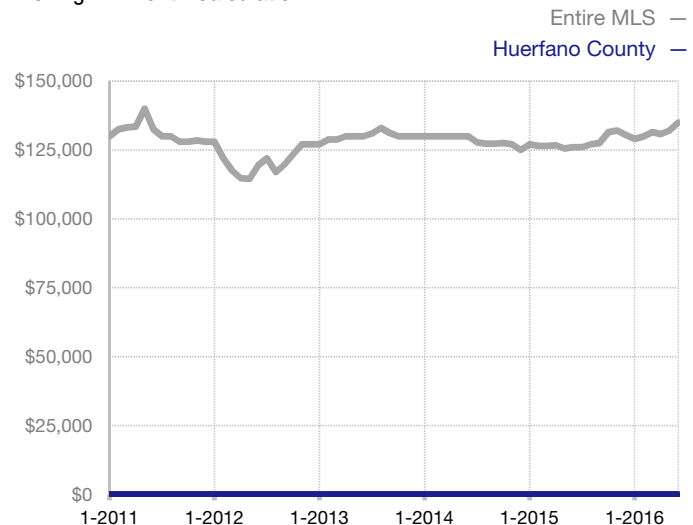
Townhouse-Condo Key Metrics	June			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 06-2015	Thru 06-2016	Percent Change from Previous Year
New Listings	0	0	--	1	0	- 100.0%
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Local Market Update for June 2016

A Research Tool Provided by the Colorado Association of REALTORS®



## La Junta

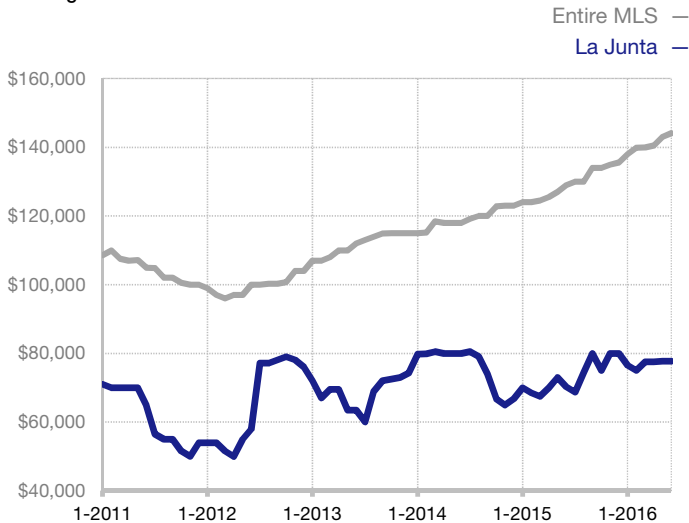
Single Family Key Metrics	June			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 06-2015	Thru 06-2016	Percent Change from Previous Year
New Listings	8	11	+ 37.5%	58	59	+ 1.7%
Sold Listings	7	7	0.0%	46	37	- 19.6%
Median Sales Price*	\$52,000	<b>\$39,000</b>	- 25.0%	\$80,000	<b>\$77,000</b>	- 3.8%
Average Sales Price*	\$71,143	<b>\$67,228</b>	- 5.5%	\$88,969	<b>\$75,009</b>	- 15.7%
Percent of List Price Received*	90.1%	<b>98.4%</b>	+ 9.2%	93.6%	<b>94.9%</b>	+ 1.4%
Days on Market Until Sale	141	<b>126</b>	- 10.6%	152	<b>150</b>	- 1.3%
Inventory of Homes for Sale	45	<b>34</b>	- 24.4%	--	--	--
Months Supply of Inventory	4.9	<b>4.6</b>	- 6.1%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

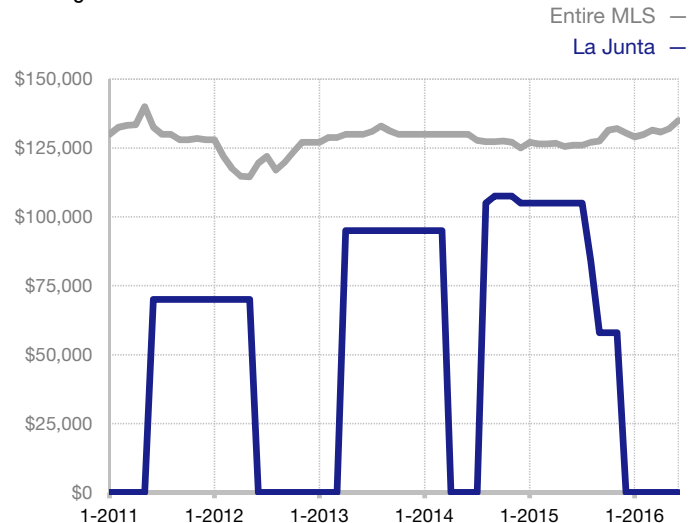
Townhouse-Condo Key Metrics	June			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 06-2015	Thru 06-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Local Market Update for June 2016

A Research Tool Provided by the Colorado Association of REALTORS®



## Las Animas

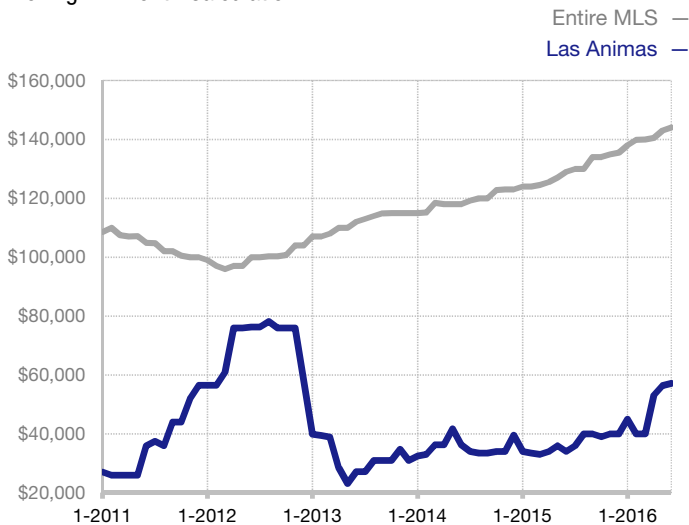
Single Family Key Metrics	June			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 06-2015	Thru 06-2016	Percent Change from Previous Year
New Listings	3	6	+ 100.0%	12	21	+ 75.0%
Sold Listings	1	0	- 100.0%	8	8	0.0%
Median Sales Price*	\$21,200	\$0	- 100.0%	\$33,500	\$51,400	+ 53.4%
Average Sales Price*	\$21,200	\$0	- 100.0%	\$33,072	\$54,400	+ 64.5%
Percent of List Price Received*	100.0%	0.0%	- 100.0%	92.9%	102.1%	+ 9.9%
Days on Market Until Sale	131	0	- 100.0%	168	128	- 23.8%
Inventory of Homes for Sale	14	13	- 7.1%	--	--	--
Months Supply of Inventory	6.0	5.4	- 10.0%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

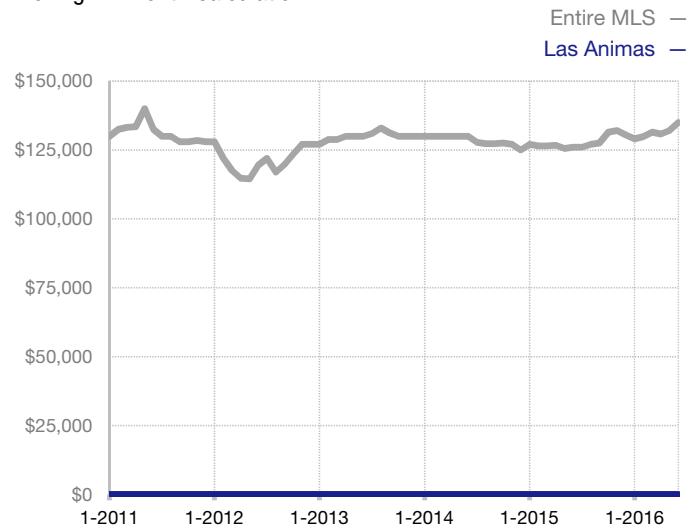
Townhouse-Condo Key Metrics	June			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 06-2015	Thru 06-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Local Market Update for June 2016

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## Manzanola

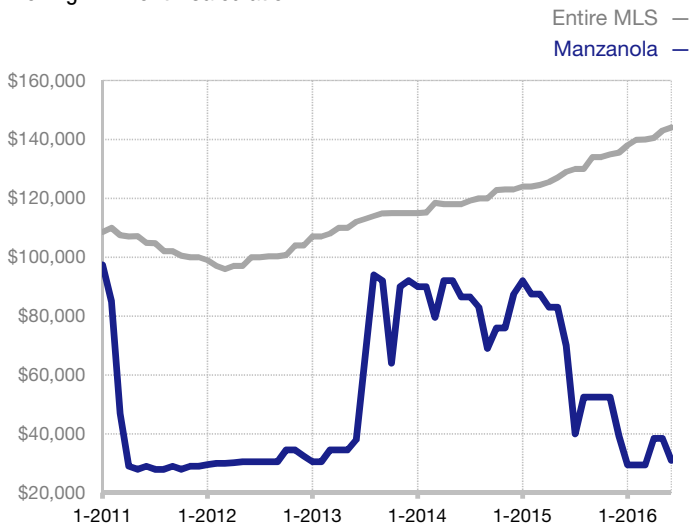
Single Family	June			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 06-2015	Thru 06-2016	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	2	0.0%	5	4	- 20.0%
Sold Listings	1	1	0.0%	4	3	- 25.0%
Median Sales Price*	\$38,500	<b>\$31,000</b>	- 19.5%	\$55,000	<b>\$75,000</b>	+ 36.4%
Average Sales Price*	\$38,500	<b>\$31,000</b>	- 19.5%	\$87,125	<b>\$72,667</b>	- 16.6%
Percent of List Price Received*	92.8%	<b>75.6%</b>	- 18.5%	90.1%	<b>90.1%</b>	0.0%
Days on Market Until Sale	78	<b>35</b>	- 55.1%	399	<b>81</b>	- 79.7%
Inventory of Homes for Sale	4	<b>2</b>	- 50.0%	--	--	--
Months Supply of Inventory	2.2	<b>1.3</b>	- 40.9%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

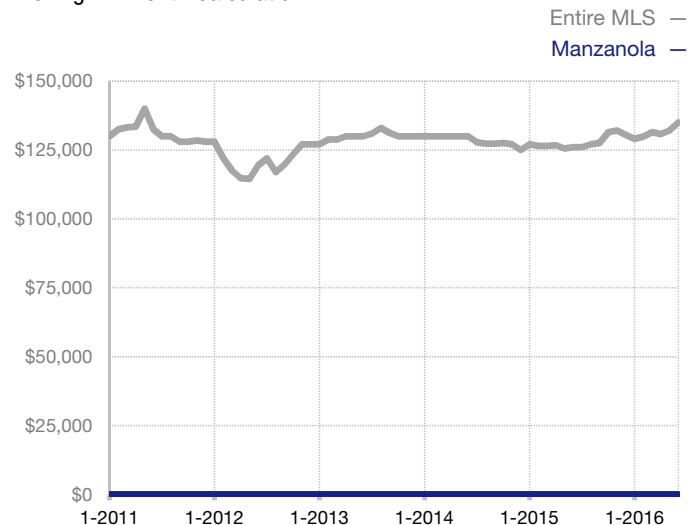
Townhouse-Condo	June			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 06-2015	Thru 06-2016	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



# Local Market Update for June 2016

A Research Tool Provided by the Colorado Association of REALTORS®



## Rocky Ford

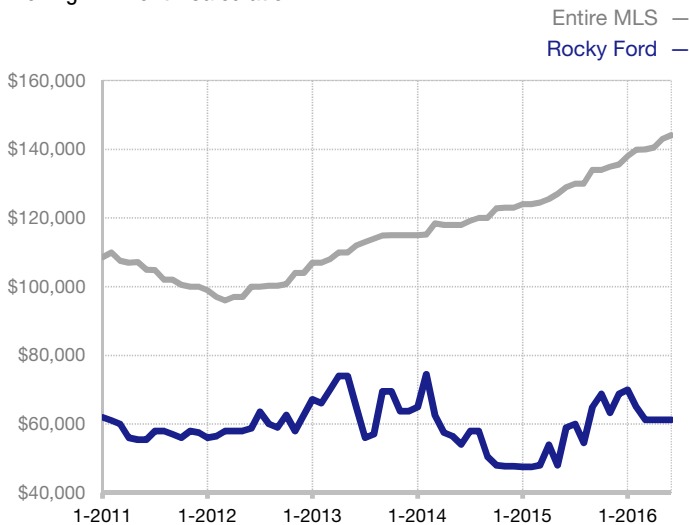
Single Family Key Metrics	June			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 06-2015	Thru 06-2016	Percent Change from Previous Year
New Listings	5	8	+ 60.0%	25	35	+ 40.0%
Sold Listings	2	10	+ 400.0%	20	30	+ 50.0%
Median Sales Price*	\$60,500	<b>\$67,450</b>	+ 11.5%	\$58,000	<b>\$59,500</b>	+ 2.6%
Average Sales Price*	\$60,500	<b>\$79,695</b>	+ 31.7%	\$82,980	<b>\$79,835</b>	- 3.8%
Percent of List Price Received*	91.4%	<b>95.2%</b>	+ 4.2%	90.8%	<b>93.1%</b>	+ 2.5%
Days on Market Until Sale	444	105	- 76.4%	221	173	- 21.7%
Inventory of Homes for Sale	30	22	- 26.7%	--	--	--
Months Supply of Inventory	8.0	4.7	- 41.3%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse-Condo Key Metrics	June			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 06-2015	Thru 06-2016	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	1	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$55,000</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$55,000</b>	--
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>91.8%</b>	--
Days on Market Until Sale	0	0	--	0	656	--
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation

